

Message Text

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PAGE 01 STATE 019146
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-----126076 242351Z /70

P 242232Z JAN 78
FM SECSTATE WASHDC
TO AMEMBASSY SANTO DOMINGO PRIORITY

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E.O. 11652: N/A

TAGS: BENC, DR

SUBJECT: MAJOR PROJECT: CONSTRUCTION OF TAVERA-BAO DAM

REF: SANTO DOMINGO 1298

1. MAJOR EXPORT PROJECTS DIVISION USDOC RECEIVED A CALL FROM GREEN CONSTRUCTION OF DES MOINES, IOWA REGARDING ITS BID ON SUBJECT PROJECT. AS EMBASSY IS NO DOUBT AWARE, GREEN'S BID WAS MADE IN CONSORTIUM WITH MASSMAN CONSTRUCTION, KANSAS CITY, MO AND BISONO Y HASBUN, A DOMINICAN CONTRACTOR. GREEN REPORTS THAT IT IS THIRD LOW BIDDER AND THAT THE OTHER TWO US FIRMS HAVE EVEN HIGHER BIDS. (MORRISON-KNUDSEN AND GUY F. ATKINSON)

2. GREEN HAS BEEN ENCOURAGED BY A NUMBER OF SOURCES INCLUDING IDB, THE US ENGINEER ON THE PROJECT AND CDE
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OFFICIALS, TO BELIEVE THAT THE TWO LOWER BIDDERS HAVE SERIOUS PROBLEMS-ONE ALONG FINANCIAL LINE, AND THE OTHER SOME TYPE OF POLITICAL PROBLEM. THE IMPRESSION GREEN HAS RECEIVED IS THAT THEY ARE BEING TOLD TO HANG IN THERE BECAUSE THE LOWER BIDS WILL NOT SUCCEED. NEEDLESS TO SAY NONE OF THIS IS FOR ATTRIBUTION WHICH MAKES PROVIDING ASSISTANCE DIFFICULT. NONETHELESS GREEN IN

AWARE THAT THE TWO LOW BIDDERS ARE USING THEIR EMBASSIES (COLOMBIA AND BRAZIL) IN AN EFFORT TO SUPPORT THEIR BIDS AND GREEN WOULD LIKE TO HAVE THE U.S. EMBASSY WEIGH IN ON THEIR SIDE. SINCE ALL THIS IS FURTHER COMPLICATED BY THE EXISTENCE OF TWO OTHER U.S. BIDS, MEPD WOULD LIKE TO ASK EMBASSY TO FIND AN OPPORTUNITY TO DISCUSS WITH CDE THE PROVEN RECORD OF U.S. CIVIL WORKS CONTRACTORS IN GENERAL.

3. SINCE IT WOULD APPEAR THAT GREEN DOES HAVE A DECENT CHANCE AT THIS AND SINCE GREEN HAS NOT CONSTRUCTED A DAM OUTSIDE THE U.S., EMBASSY MAY LIKE TO KNOW THAT GREEN HAS CONSTRUCTED 36 DAMS WITHIN THE U.S. (14 OF THOSE FOR THE CORPS OF ENGINEERS AND FOUR FOR THE BUREAU OF RECLAMATION). GREEN HAS DONE A NUMBER OF DAMS IN THE SAME SIZE RANGE AS SUBJECT PROJECT, AMONG THEM THE 36 MILLION DOLLAR PUEBLO DAM IN PUEBLO, COLORADO, THE BELTSVILLE DAM IN PENNSYLVANIA AND THE LOWER GRANITE DAM IN WASHINGTON.

4. ASSUMING BIDS ARE PUBLIC, WOULD APPRECIATE EMBASSY VERIFYING THAT FACTS ARE ACCURATE AS PRESENTED TO US BY GREEN, AND, IF SO, MAKING EVERY EFFORT TO SUPPORT THEIR BID ALONG WITH THOSE OF OTHER U.S. FIRMS. EMBASSY ASSISTANCE MUCH APPRECIATED. VANCE

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